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Message Text

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15
ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOTE-00 INR-07 NSAE-00 FAA-00 L-03 IO-13 SAJ-01 PA-01

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FM AMEMBASSY BONN
TO SECSTATE WASHDC 8184
INFO USMISSION USBERLIN
AMEMBASSY BERLIN
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E.O. 11652: N/A
TAGS: EAIR, GW, WB, US
SUBJECT: AEROAMERICA SCHEDULED SERVICE TO SAARBRUECKEN

REF: BONN 2449

1. SUMMARY: AEROAMERICA HAS PROPOSED BEGINNING A REDUCED SAARBRUECKEN SCHEDULE ON JUNE 1, WITH A LEASED BAC 1-11. LIMITED SERVICE WOULD LAST THREE MONTHS AFTER WHICH AEROAMERICA WOULD DECIDE WHETHER TO OBTAIN AN F-27 OR CONTINUE LEASING BAC 1-11. WE HAVE OUR DOUBTS REGARDING USE OF LARGER AIRCRAFT ON THIS SERVICE AND ALSO WONDER WHY CARRIER HAS FAILED TO OBTAIN F-27 AS YET. ACTION REQUESTED: ANY INFORMATION AVAILABLE TO DEPARTMENT ON AEROAMERICA'S PRESENT FINANCIAL SITUATION WHICH MIGHT THROW LIGHT ON CARRIER'S VIABILITY OR UNWILLINGNESS TO PROCURE F-27. END SUMMARY.

2. DURING AN APRIL 9 CALL ON EMB CAA, AEROAMERICA REP MATHUS SAID HE HAD JUST MET IN LONDON WITH AEROAMERICA PRESIDENT JOEL EISENBERG AND ON THE LATTER'S INSTRUCTION
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WAS SEEKING APPROVAL OF A REVISED SCHEDULE FOR THE

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SAARBRUECKEN SERVICE. THE CHANGE WAS NECESSITATED BY THE INABILITY OF AEROAMERICA TO DATE, "FOR ECONOMIC AND OTHER REASONS," TO PROCURE A FOKKER F-27.

3. THE PRESENT PROPOSAL IS TO INAUGURATE THE SERVICE ON JUNE 1 WITH A LEASED BAC 1-11 AIRCRAFT THAT WILL ALSO BE USED FOR CHARTER FLIGHTS. CHARTER COMMITMENTS WILL LIMIT THE AIRCRAFT TO A MUCH REDUCED SCHEDULE -- TWO ROUND TRIPS EACH ON TUESDAYS AND THURSDAYS AND ONE EACH ON FRIDAY AND SUNDAY AS OPPOSED TO TWO ROUND TRIPS DAILY IN THE ORIGINAL PROPOSAL. MATHUS SAID THAT AERO-AMERICA WOULD USE THIS ARRANGEMENT FOR THREE MONTHS AND THEN GO TO THE FULLER SCHEDULE WITH EITHER THE BAC 1-11 OR F-27. THE CHOICE OF AIRCRAFT WILL DEPEND AT LEAST IN PART ON THE IMPRESSION OF MARKET POTENTIAL FROM THE THREE MONTH REDUCED SCHEDULE. MATHUS ASSURED US THAT AEROAMERICA WOULD NOT ELIMINATE THE SERVICE IF THE EXPERIENCE OF THE FIRST THREE MONTHS IS DISAPPOINTING, ALTHOUGH HIS PRESENTATION OF EISENBERG'S INTENTIONS IN THIS REGARD WAS NOT ENTIRELY CONVINCING.

4. EMB CAA UNDERSCORED OUR CONCERN OVER THE NEGATIVE REACTION FROM SAARBRUECKEN AND BERLIN THAT A REOPENING OF THE SERVICE FOLLOWED BY ITS WITHDRAWAL SHORTLY THEREAFTER WOULD ELICIT. RECALLING REMARKS IN A SIMILAR VEIN BY A SAARBRUECKEN GOVERNMENT REP, EMB CAA SAID IT WOULD BE BETTER NOT TO START THE SERVICE AT ALL IF AEROAMERICA WAS NOT FIRMLY COMMITED TO IT FOR A REASON-ABLE PERIOD.

5. COMMENT: WE SUSPECT THE BRITISH AND FRENCH WOULD CONCUR IN AEROAMERICA'S INTERIM SAARBRUECKEN PROPOSAL. WE HAVE RESERVATIONS, HOWEVER, ABOUT APPROVING USE OF EQUIPMENT AS LARGE AS THE BAC 1-11 ON THIS SERVICE WITHOUT REASONABLY STRONG EVIDENCE THAT THE CARRIER INTENDS (AND IS ABLE) TO OBTAIN AN F-27. MODERN AIR AND PAA'S EXPERIENCE ON THE SERVICE SUGGESTS THAT AEROAMERICA WOULD BE UNLIKELY TO MEET ITS COSTS WITH THE BAC 1-11. WE ALSO WONDER WHAT THE "ECONOMIC AND OTHER REASONS" ARE PREVENTING EISENBERG FROM OBTAINING LIMITED OFFICIAL USE

A SMALLER AIRCRAFT (THE BAC 1-11 WAS LEASED SOME TIME AGO FOR SHORTER RANGE CHARTER SERVICES). MATHUS SUGGESTED WE TALK WITH EISENBERG NEXT WEEK DURING THE LATTER'S VISIT TO GERMANY AND WE WILL PURSUE THESE POINTS IN DETAIL AND REPORT FURTHER. ACTION REQUESTED: THE DEPARTMENT MAY WISH TO CHECK INTO AEROAMERICA'S PRESENT FINANCIAL SITUATION TO THE EXTENT POSSIBLE. THIS WOULD BE HELPFUL IN REACHING A DECISION AS TO

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WHETHER THE CARRIER SHOULD AT THIS POINT UNDERTAKE A
SCHEDULED SERVICE.
HILLENBRAND

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